

## **Job Profile**

**Job Title: Care Funding Negotiator**  
**Job Grade: Level 4 Zone 1**  
**Salary Range: £38,297 - £44,424**

### **About Camden**

'Camden is building somewhere everyone can thrive, by making our borough the best place to live, work, study and visit. Because, we're not just home to UK's fast-growing economy. We're home to the most important conversations happening today. And we're making radical social change a reality, so that nobody gets left behind. Here's where you can help decide a better future for us all.

### **About the role**

Camden is developing it's MTFS and this role is to lead and project manage the savings proposals though reducing costs of targeted care packages and deliver best value for Camden.

The Care Funding Negotiator will be the lead officer responsible for coordinating and leading on the negotiation of targeted new placements and existing placement reviews for accommodation based support, including residential and nursing care, residential colleges, supported living providers and similar support agencies, for people with learning disabilities, physical disabilities, mental health needs, neurological and rehabilitation needs and other high support clients, aged over 18 and typically aged under 65.

The negotiator will work in partnership with care management leading on cost negotiation with providers using tools such as CareCubed (or equivalent) to inform the negotiation process.

The negotiator will develop proposals and support the implementation of embedded cost negotiation principles and process's within the placement and purchasing function for Adult Social Care (ASC).

### **About you**

- Deliver on cost effective and timely purchasing arrangements for ASC complex and high cost support
- Lead on delivering effective and efficient targeted cost negotiation for ASC
- Contribute to effective change within the Council's end to end business processes
- Contribute to financial reporting / service planning / performance indicators
- Support the ASC safeguarding approach
- Provide flexible and innovative support in contributing towards team work priorities
- Utilising CareCubed (or equivalent) for new and existing residential based placements
- Understanding of contract compliance and of individual commissioning responsibility
- Good knowledge of funding issues relating to customer's personal finances
- Ability to use CareCubed (or equivalent) to calculate a fair price for residential based provisions

- Ability to negotiate a fair fee with providers
- Ability to exercise judgement and expertise in negotiating variations to contracts and fees.
- Ability to deliver management information/reports to ensure trends and risks are escalated to line managers with remedies and/or options for mitigation.
- Ability to analyse and assess quality assurance issues.
- Experience of negotiating fees using CareCubed (or equivalent) and producing tangible savings.
- Identifying savings, negotiating with providers to achieve savings and develop the market.
- Provide training and leadership across the council savings projects and in the on-going implementation of the personalisation agenda

#### **Work Environment:**

This role is office based

#### **People Management Responsibilities:**

The post has no line management responsibilities.

#### **Relationships:**

- The role sits in the Resource Coordination team (RCT) within the Supporting People directorate, reporting directly to the RCT Service Manager. The post holder will be largely self-directed when managing the implementation and embedding of CareCubed and targeted high cost placement negotiations.
- Develop and maintain positive working relationships with our care management, commissioning , providers, independent regulators and other local authorities and NHS provider services
- Work collaboratively with adult social care staff to anticipate risks and issues,
- Proactively work with providers to tackle quality issues.
- Key job titles/groups that the jobholder works with on a regular basis:
  - Heads of Service/Service Managers/team managers Operational Managers in ASC and occasionally Service Managers.
- Social Workers/Occupational therapists/Access and Support Officers and other colleagues in ASC
- Other local authorities' commissioning teams and NHS provider teams
- In house procurement teams

#### **Over to you**

We're ready to welcome your ideas, your views, and your rebellious spirit. Help us redefine how we're supporting people, and we'll redefine what a career can be. If that sounds good to you, we'd love to talk

#### **Is this role Politically Restricted?**

Some posts at Camden are politically restricted, which means individuals holding these posts cannot have active political role. For a list of all politically restricted roles at Camden [click here](#).

#### **Diversity & Inclusion**

We want Camden Council to be a great place to work and to ensure that our communities are represented across our workforce. A vital part of this is ensuring we are a truly inclusive organisation that encourages diversity in all respects, including diversity of thinking. We particularly welcome applications from Black, Asian and those of Other Ethnicities, LGBT+, disabled and neurodiverse communities to make a real difference to our residents so that equalities and justice remains at the heart of everything we do. Click [Diversity and Inclusion](#) for more information on our commitment.

### **Agile working**

At Camden we view work as an activity, not a place. We focus on performance, not presenteeism. We create trusting relationships, we embrace innovation rather than bureaucracy and we value people. Collaboration is the Camden way, silo working isn't.

At Camden we are proud to be one of Hire Me My Way's inaugural campaign supporters. Hire Me My Way is a national campaign led by Timewise, designed to increase the volume of good quality jobs that can be worked flexibly in the UK ([www.HireMeMyWay.org.uk](http://www.HireMeMyWay.org.uk)). Hire Me My Way aims to treble the number of available good quality flexible jobs to 1 million by 2020.

### **Asking for Adjustments**

Camden is committed to making our recruitment practices barrier-free and as accessible as possible for everyone. This includes making adjustments or changes for disabled people, neurodiverse people or people with long-term health conditions. If you would like us to do anything differently during the application, interview or assessment process, including providing information in an alternative format, please contact us on 020 7974 6655, at [resourcing@camden.gov.uk](mailto:resourcing@camden.gov.uk) or post to 5 Pancras Square, London, N1C 4AG,